

Convergence Energy Services Limited

A wholly owned subsidiary of EESL

Date- 21/07/2021

Adv. Ref No.: CESL/HR/0324/16

SUB- Appointment of Sr. Manager (BD – Electric Mobility) on Contractual Basis in CESL.

Convergence Energy Services Limited (CESL) is a newly established subsidiary of state-owned Energy Efficiency Services Limited, itself a joint venture of public sector companies under the Ministry of Power, Government of India. CESL is focused on delivering clean, affordable and reliable energy. Convergence focuses on energy solutions that lie at the confluence of renewable energy, electric mobility and climate change. It builds upon the decentralised solar development experience in under-served rural communities in India, and over time, using battery energy storage, will deliver renewable energy solutions to power agricultural pumps, street lighting, domestic lighting and cooking appliances in villages. CESL will also work to enable battery powered electric mobility and its infrastructure and design business models to increase the uptake of electric vehicles in India. To enable commercialization of these solutions at scale, Convergence will employ business models that utilize a blend of concessional and commercial capital, carbon finance and grants as appropriate.

Applications are invited from eligible executives for appointment to the post of Sr. Manager (BD-Electric Mobility) on contractual basis to be posted at the Corporate Office of CESL presently in New Delhi. The Job description is as under: -

1.	Name and Address of the Corporate Office of the Company	Convergence Energy Services Limited (CESL) , 2nd Floor, NFL Building, Core-3, SCOPE Complex, Lodhi Road, New Delhi-110003
2.	Name of the Post	Sr. Manager (BD-Electric Mobility) (Contractual)
3.	Number of Position	UR-1

4.	Job Responsibilities	<ol style="list-style-type: none"> 1. This is a techno-commercial role which involves directly working on implementation of improvement plans. 2. Capable of interacting with business stakeholders, customers etc. 3. Develop and implement commercial strategies according to company goals and objectives aiming to accelerate growth. 4. Act to have new customers and manage client relationships (new and existing). 5. Should have hands on experience in Business and Project Development 6. Should be well versed with advanced MS Excel; and should be capable of developing financial models and carry out analysis depending on the requirements of various engagements. 7. Strong networking of stakeholders and customers, especially in Pan India, and should possess fair knowledge and understanding of the workings of the Indian Electric Mobility Sector. 8. Should be capable of designing and delivering excellent presentation internally/ externally. 9. Should be capable of preparing documentation and commercial bids as per specification. 10. Responsible for regular support to States / Clusters for execution of Business development 11. Should be able to provide data analysis support as well as support preparatory works for engaging with OEMs', fleet operators and Insurance companies during project execution. 12. Shall be required to support business development initiatives including but not limited to proposal writing, development of business/financial model and strategy documents. 13. Shall monitor the market and competitors, identify, and develop the company's unique selling propositions and differentiators. 14. Shall represent organization at any conferences, meetings, and events as appropriate. Any other responsibility assigned by the management from time to time.
----	-----------------------------	---

5.	Qualification	<p>Minimum Qualification: -</p> <p>B.E / B.Tech (Full Time)</p> <p>Desirable: Post Graduation in Energy/Power/Mobility/Transport Segment/Urban Policy or any other relevant field mapped with the job description.</p>
6.	Emoluments	Approximately CTC of 20 Lakhs per annum excluding Performance related pay, Leaves, laptop, Mobile bill / Data card bill etc.
7.	Experience and eligibility	<p>A minimum of 10 years of post-qualification relevant executive experience majorly in the following areas:</p> <ul style="list-style-type: none"> • Adept in dealing with both business and technology requirements. • Must have successfully concluded tenders for procurement of electric vehicles (Domestic, ICB, ADB, WB etc). • Must have experience in deployment, marketing & sales of Electric Vehicles. • Experience in automobile vehicle domain in preparing lease agreement and proposals. • Exp. in dealing with Govt / Corporate projects. • Excellent communication skills – presentation, verbal and written. • Keen communicator with excellent interpersonal skills. • Must have strong analytical skills.
8.	Maximum Age Limit	47 Years as on 1 st July 2021
9.	Duration of Appointment	The selected Executive will be appointed for a period of five years.
10.	Selection Process	Through interview, to be conducted by a Selection Committee.

The recruitment time schedule shall be as under:

INDICATIVE SCHEDULE OF EVENTS

Start date for Online Registration of Application	21/07/2021
Last date for Online Registration and submission of application. *The form will stay live for 21 days from the date of link activation.	10/08/2021 (10:00 pm)

Other General Terms and Conditions:

- a) Only Indian Nationals within prescribed Upper Age limit are eligible to apply.
- b) Although the position is based at Corporate Office, Delhi however the selected candidate can be posted anywhere in India/abroad depending on exigencies of work.
- c) Before applying, the candidates should ensure that they fulfill the eligibility criteria and other norms mentioned in this advertisement.
- d) All eligibility qualifications should be from a recognized Institution or University.
- e) Teaching and/ or Trainee experience period will not be counted as work experience. However, training period (i.e. Management/Engineer) resulting in absorption in permanent / regular role may be considered for reckoning Post Qualification Executive Experience.
- f) An applicant has to give an undertaking as a part of the application that he/she will join the post, if selected within a period of 3 months from the date of receipt of offer letter. If an applicant does not give such an undertaking, the application would be rejected.
- g) Management receives the right to cancel, modify, alter this advertisement in full or part thereof without assigning any reason. Corrigendum / Extension etc. if any, shall be published on our website www.convergence.co.in.
- h) Management reserves the right to restrict the number of candidates to be called for interview, reject the application without assigning any reason / change the number of posts / raise the standard of specification.
- i) Candidature is liable to be rejected at any stage of recruitment/ selection process or after joining, if any information provided by the applicant is not found in conformity with the eligibility criteria notified or if CESL comes across any evidence/knowledge that the qualification, experience and any other particulars

indicated in application/other forms/formats are not recognized/ false/ misleading and / or amounts to suppression of information/particulars which should have been brought to the notice of CESL.

- j) Incomplete applications are liable to be rejected.
- k) All computations of Age, Post Qualification Experience etc., shall be as on 1st July 2021. Date of issuance of final mark sheet shall be taken as the date of acquiring qualification.
- l) In case of any query the same may be sent to recruitment_cesl@eesl.co.in. Candidates are advised to add this e-mail ID to their address book. CESL will not be responsible for bouncing of e-mail / non-delivery of e-mail / delivery of e-mail to junk or spam folders. Contact No. 011-45801260. For further details and progress please visit careers page of CESL under 'www.convergence.co.in'.
- m) All information regarding this recruitment process would be made available in the career section of CESL website, i.e. www.convergence.co.in only. Applicants are advised to check the web site periodically for important updates. Once registered for CESL, all correspondences shall be made through their registered e-mail ID and/ or candidate login. Hence, candidates are requested to correspond with CESL through one email-id.
- n) **PROCEDURE FOR APPLYING: -**

All Applications to made online through the link provided in the 'CESL Opportunities' section under the page of the CESL website i.e. www.convergence.co.in. Candidates are required to upload recent passport sized photograph (not more than 3 months old), scanned signature and resume. Shortlisted candidates shall be asked to submit required documents before Interview.

**HR department
Convergence Energy Services Limited
A wholly owned subsidiary of EESL**